

CAFTA-DR

A State Export Overview, 2000–2004



U.S. Exports to CAFTA-DR Nations Are on the Rise

U.S. merchandise exports to the CAFTA-DR region totaled \$15.7 billion in 2004—an increase of \$2.2 billion above the 2000 level.

U.S. export growth to the CAFTA-DR region has outperformed overall U.S. exports. From 2000 to 2004 export shipments to the CAFTA-DR group expanded by 16.4 percent, more than three times the 4.8 percent growth of overall U.S. exports.

The CAFTA-DR region accounts for a growing share of U.S. exports to Latin America and the Caribbean. In 2004, the CAFTA-DR market accounted for more than one-fourth (26 percent) of U.S. merchandise exports to Latin America and the Caribbean, up from 23 percent in 2000.

Among the six CAFTA-DR nations, the Dominican Republic is the United States' largest export market. The United States shipped \$4.3 billion worth of merchandise to the Dominican Republic in 2004—representing 28 percent of the U.S. total to the CAFTA-DR region.

Costa Rica was the next largest export market (\$3.3 billion of U.S. shipments in 2004), followed by Honduras (\$3.1 billion), Guatemala (\$2.5 billion), El Salvador (\$1.9 billion) and Nicaragua (\$592 million).

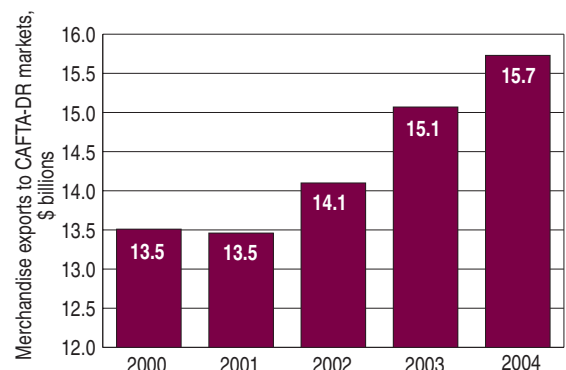
U.S. Export Growth to CAFTA-DR Countries Is Broadly Based

Merchandise exports to five of the six CAFTA-DR nations increased from 2000 to 2004, led by a 56 percent (\$213 million) increase in exports to Nicaragua. Nicaragua was followed by Costa Rica (U.S. exports up 35 percent, or \$858 million), Guatemala (up 34 percent, or \$653 million), Honduras (up 19 percent, or \$502 million), El Salvador (up 5 percent, or \$93 million).

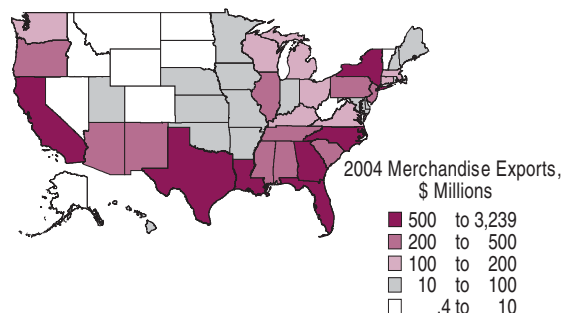
Half of the 50 states recorded 2004 export shipments to the CAFTA-DR region that exceeded a value of \$100 million. Of these, seven states each posted 2004 export values to CAFTA-DR markets of more than \$500 million.

Florida was the largest state exporter to the CAFTA-DR region in 2004, shipping \$3.2 billion worth of merchandise (21 percent, or more than one-fifth, of the U.S. total to the region).

U.S. Exports to CAFTA-DR Nations in 2004 Were 16 Percent Higher Than in 2000

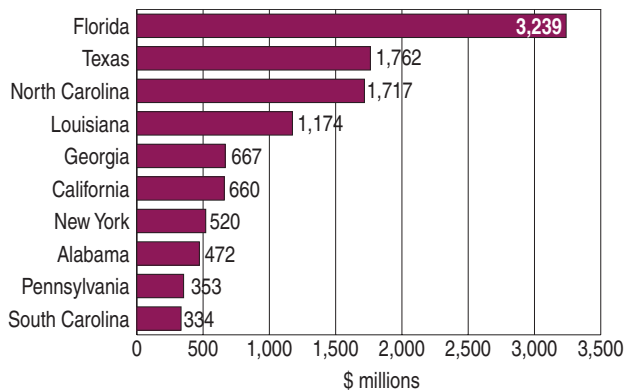


25 States Exported \$100 Million or More to CAFTA-DR Markets in 2004



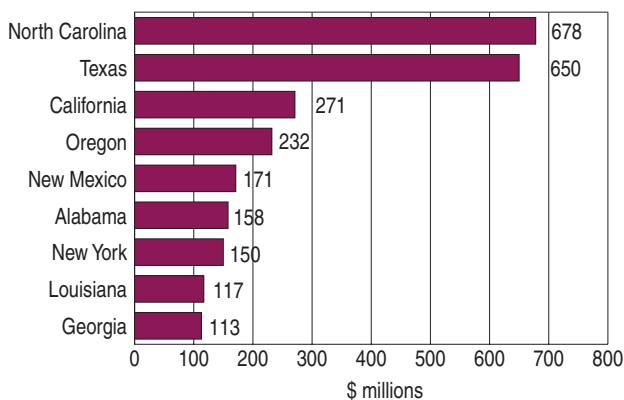
Seven of the Top Ten State Exporters to the CAFTA-DR Region Are Southern States

Total State Merchandise Exports to CAFTA-DR, 2004



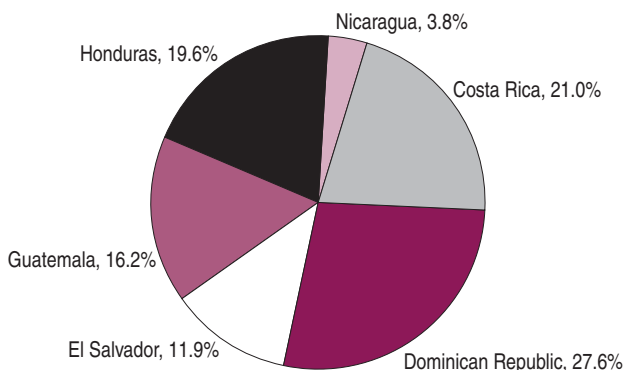
Nine States Increased Their Exports to CAFTA-DR Markets by \$100 Million or More From 2000 to 2004

Dollar Change in Value of State Merchandise Exports to the CAFTA-DR Region, 2000–2004



The Dominican Republic Accounts for More Than One-Fourth of U.S. Merchandise Exports to CAFTA-DR Markets

\$15.7 Billion Exported to CAFTA-DR in 2004



Florida was followed by Texas (\$1.8 billion) and North Carolina (\$1.7 billion), each accounting for 11 percent of U.S. exports to the CAFTA-DR group, then by Louisiana (\$1.2 billion, or 7 percent of the U.S. total) and Georgia (\$667 million, or 4 percent).

In dollar terms, North Carolina's exports to the CAFTA-DR region grew the most from 2000 to 2004, increasing by \$678 million. Other states that had large increases were Texas (exports to the CAFTA-DR group up \$650 million), California (up \$271 million), Oregon (up \$232 million), and New Mexico (up \$171 million).

In percentage terms, Hawaii's exports to the CAFTA-DR group grew the fastest from 2000 to 2004, skyrocketing 8,913 percent from a modest 2000 base value of \$142 thousand. Other states with rapid export growth to the CAFTA-DR region over that period were Oregon (up 663 percent from a 2000 value of \$35 million), New Mexico (up 273 percent from a 2000 value of \$63 million), Washington (up 251 percent from a 2000 value of \$32 million) and Rhode Island (up 231 percent from a 2000 value of \$9 million).

Fabric mill products is the leading manufactured export category to the CAFTA-DR group, with 2004 exports to the region of \$2.6 billion (16 percent of the U.S. total).

Other top manufactured exports to the CAFTA-DR region in 2004 were computer and electronic products (\$2.2 billion), apparel manufactures (\$1.6 billion), chemical manufactures (\$1.2 billion), and petroleum and coal products (\$961 million).

Fabric mill products is the fastest-growing manufactured export category to the CAFTA-DR region. Shipments of these products rose 249 percent from \$732 million in 2000 to \$2.6 billion in 2004.

Other fast-growing manufactured exports to the CAFTA-DR region during the 2000-2004 period were petroleum and coal products (up 137 percent from \$406 million), primary metal manufactures (up 84 percent from \$93 million), and beverage and tobacco products (up 61 percent from \$29 million).

The United States also exported \$2.1 billion in non-manufactured products to the CAFTA-DR group in 2004. These goods accounted for 13

percent of total U.S. merchandise exports to the region. Important non-manufactured exports to the CAFTA-DR countries in 2004 included oilseeds and grains (\$761 million), other agricultural products (\$153 million), and oil and gas (\$52 million).

States that recorded the most revenue from exports of non-manufactured products to the CAFTA-DR countries in 2004 were Louisiana (\$733 million), Pennsylvania (\$113 million), Texas (\$105 million), Florida (\$90 million), and California (\$73 million).

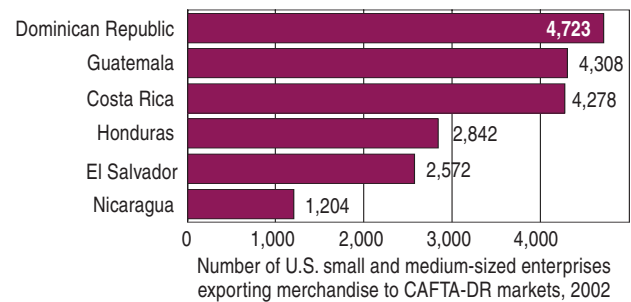
Small and Medium-Sized Companies Are Key Players in U.S. Exports to The CAFTA-DR Region

In 2002 (latest data available) 13,557 small and medium-sized enterprises (enterprises with fewer than 500 employees) exported to the CAFTA-DR countries. SMEs were responsible for an estimated 37 percent of U.S. merchandise exports to the CAFTA-DR group—sharply higher than the 26 percent SME share of total U.S. merchandise exports.

Latest available data show that SMEs generate 70 percent of U.S. merchandise exports to Nicaragua, 47 percent of shipments to Guatemala, 44 percent of exports to the Dominican Republic, 35 percent of exports to El Salvador, 33 percent of shipments to Honduras, and 22 percent of exports to Costa Rica.

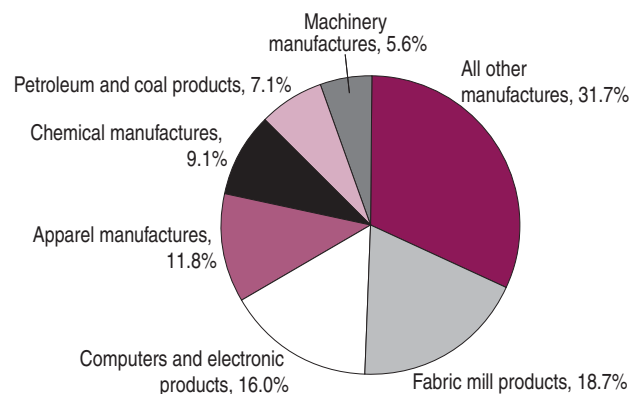
Thousands of SMEs export goods to the individual CAFTA -DR nations. A total of 4,723 SMEs exported to the Dominican Republic in 2002. Comparable 2002 SME exporter figures for the other CAFTA-DR nations: Guatemala 4,308, Costa Rica 4,278, Honduras 2,842, El Salvador 2,572, and Nicaragua 1,204. (Because any given firm can export to multiple nations, exporter counts for individual countries cannot be summed to reach the CAFTA-DR group total).

The Dominican Republic Leads CAFTA-DR Markets for U.S. SMEs

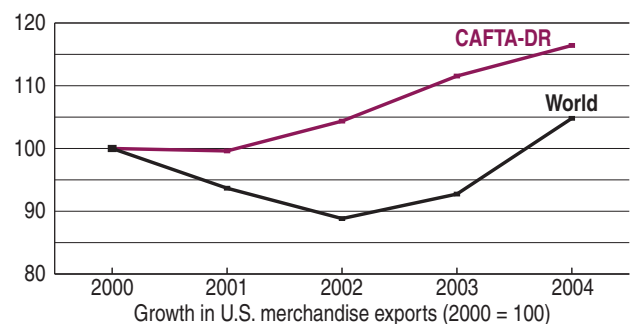


Three Product Categories Account for Nearly Half of Total U.S. Manufactured Exports to CAFTA-DR Markets

\$13.6 Billion in Manufactures Exported to CAFTA-DR in 2004



U.S. Exports to CAFTA-DR Markets Are Growing Faster Than Total U.S. Exports



In this report the terms "CAFTA-DR," "CAFTA-DR region," "CAFTA-DR partners," "CAFTA-DR markets," "CAFTA-DR countries," and "CAFTA-DR nations" are used interchangeably and refer to the following group of export destinations: Costa Rica, the Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua. The terms do not refer to the Central American–Dominican Republic Free Trade Agreement itself.

Figures for SMEs are from the Exporter Data Base, maintained by the U.S. Department of Commerce.

Source: Origin of Movement (OM) State Export Series, Bureau of the Census, U.S. Department of Commerce. The OM series allocates exports to states based on transportation origin, i.e., the state from which goods begin their journey to the port (or other point) of exit from the United States. The transportation origin of exports is not always the same as the location where the goods were produced. Thus, conclusions about "export production" in a state should not be made solely on the basis of the OM state export figures.

Prepared by the Office of Trade and Industry Information, International Trade Administration, U.S. Department of Commerce.

State Merchandise Export Totals to CAFTA-DR Markets, 2000–2004

Thousands of Dollars

State	2000	2001	2002	2003	2004	\$ Change 2000–2004	\$ Change 2003–2004	% Change 2000–2004	% Change 2003–2004
Alabama	314,250	322,388	376,952	436,618	471,879	157,629	35,261	50.2	8.1
Alaska	4,804	779	958	153	456	-4,348	303	-90.5	198.9
Arizona	136,131	130,605	180,446	260,133	211,049	74,918	-49,084	55.0	-18.9
Arkansas	90,886	37,089	42,120	40,029	37,047	-53,838	-2,982	-59.2	-7.4
California	388,888	493,032	559,154	649,624	659,896	271,009	10,272	69.7	1.6
Colorado	7,861	5,299	6,911	9,596	8,113	252	-1,483	3.2	-15.5
Connecticut	119,641	122,208	101,731	96,699	117,075	-2,566	20,376	-2.1	21.1
Delaware	11,995	30,778	24,179	29,063	24,587	12,592	-4,476	105.0	-15.4
Florida	3,343,690	3,242,366	3,233,570	3,148,891	3,238,575	-105,115	89,684	-3.1	2.8
Georgia	554,498	651,777	633,905	605,007	667,424	112,926	62,418	20.4	10.3
Hawaii	142	960	4,067	157	12,834	12,691	12,677	8912.6	8100.2
Idaho	3,697	3,205	5,325	5,207	6,556	2,859	1,349	77.3	25.9
Illinois	295,837	247,277	210,871	171,929	210,982	-84,855	39,054	-28.7	22.7
Indiana	85,339	73,494	68,423	41,790	64,576	-20,762	22,786	-24.3	54.5
Iowa	28,020	26,371	51,804	26,534	31,496	3,476	4,962	12.4	18.7
Kansas	25,985	45,474	47,604	44,718	22,641	-3,344	-22,078	-12.9	-49.4
Kentucky	67,284	121,570	122,470	115,833	163,955	96,671	48,122	143.7	41.5
Louisiana	1,056,197	1,022,635	1,058,944	1,067,147	1,173,551	117,354	106,405	11.1	10.0
Maine	12,756	46,631	25,783	32,025	31,401	18,645	-624	146.2	-1.9
Maryland	23,404	25,826	35,728	36,035	36,751	13,347	716	57.0	2.0
Massachusetts	80,565	119,880	390,343	361,607	139,389	58,824	-222,218	73.0	-61.5
Michigan	60,740	107,908	98,280	93,264	125,355	64,615	32,091	106.4	34.4
Minnesota	31,972	46,324	33,892	35,612	58,445	26,474	22,833	82.8	64.1
Mississippi	251,015	265,844	217,817	241,070	224,319	-26,695	-16,751	-10.6	-6.9
Missouri	69,809	68,339	56,181	47,014	62,084	-7,725	15,070	-11.1	32.1
Montana	296	777	1,983	808	729	433	-79	146.5	-9.7
Nebraska	13,153	24,262	15,527	27,540	19,592	6,438	-7,948	48.9	-28.9
Nevada	5,328	6,029	3,092	4,420	8,324	2,996	3,904	56.2	88.3
New Hampshire	19,511	22,996	19,872	13,465	23,064	3,553	9,599	18.2	71.3
New Jersey	194,864	212,322	177,065	204,384	207,392	12,529	3,008	6.4	1.5
New Mexico	62,694	88,521	125,225	106,029	234,010	171,316	127,981	273.3	120.7
New York	370,590	529,970	531,098	535,883	520,325	149,735	-15,558	40.4	-2.9
North Carolina	1,038,988	1,278,608	1,501,052	1,709,925	1,717,090	678,102	7,165	65.3	.4
North Dakota	3,055	3,996	2,744	4,231	3,316	261	-915	8.5	-21.6
Ohio	104,174	129,475	139,132	169,976	197,410	93,236	27,434	89.5	16.1
Oklahoma	31,098	27,218	44,003	27,028	37,967	6,868	10,939	22.1	40.5
Oregon	34,958	21,218	132,526	246,858	266,757	231,799	19,899	663.1	8.1
Pennsylvania	292,146	364,101	372,018	317,397	352,504	60,358	35,107	20.7	11.1
Rhode Island	9,173	6,803	5,762	14,470	30,360	21,186	15,889	230.9	109.8
South Carolina	304,576	343,147	307,610	303,541	334,004	29,427	30,463	9.7	10.0
South Dakota	1,345	2,812	2,223	1,387	1,362	16	-25	1.2	-1.8
Tennessee	200,314	180,659	175,856	210,399	271,254	70,940	60,855	35.4	28.9
Texas	1,111,819	1,158,365	1,239,663	1,667,207	1,761,550	649,732	94,343	58.4	5.7
Utah	28,112	29,353	42,970	48,899	44,545	16,433	-4,353	58.5	-8.9
Vermont	9,188	6,539	4,828	3,982	4,371	-4,816	390	-52.4	9.8
Virginia	148,079	175,195	149,832	178,438	152,469	4,390	-25,969	3.0	-14.6
Washington	32,221	42,960	47,068	154,583	113,112	80,891	-41,471	251.0	-26.8
West Virginia	4,181	6,083	9,489	4,778	2,637	-1,544	-2,141	-36.9	-44.8
Wisconsin	84,906	89,932	100,334	116,973	116,536	31,631	-436	37.3	-.4
Wyoming	6,568	5,968	6,189	3,438	4,035	-2,533	597	-38.6	17.4
District of Columbia	9,260	4,338	3,101	1,963	3,632	-5,628	1,669	-60.8	85.0
Puerto Rico	710,267	720,322	724,381	767,339	879,662	169,395	112,323	23.8	14.6
Virgin Islands	122	4,121	5,722	10,524	18,554	18,432	8,030	15113.4	76.3
Unallocated	1,616,306	715,840	624,311	621,228	603,896	-1,012,409	-17,331	-62.6	-2.8
U.S. TOTAL	13,512,697	13,459,992	14,102,133	15,072,848	15,730,900	2,218,203	658,052	16.4	4.4

Source: Origin of Movement Series, Bureau of the Census, U.S. Department of Commerce.

The CAFTA-DR markets are Costa Rica, the Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua. Further rankings of these data can be found online at <http://ita.doc.gov/td/industry/otea/cafta/caftadr-index.htm>.

Prepared by the Office of Trade and Industry Information, International Trade Administration, U.S. Department of Commerce.

State Merchandise Export Totals to CAFTA-DR Markets, 2000–2004, Ranked by 2004 Export Value

Thousands of Dollars

Rank	State	2000	2001	2002	2003	2004	\$ Change 2000–2004	\$ Change 2003–2004	% Change 2000–2004	% Change 2003–2004
1	Florida	3,343,690	3,242,366	3,233,570	3,148,891	3,238,575	-105,115	89,684	-3.1	2.8
2	Texas	1,111,819	1,158,365	1,239,663	1,667,207	1,761,550	649,732	94,343	58.4	5.7
3	North Carolina	1,038,988	1,278,608	1,501,052	1,709,925	1,717,090	678,102	7,165	65.3	.4
4	Louisiana	1,056,197	1,022,635	1,058,944	1,067,147	1,173,551	117,354	106,405	11.1	10.0
5	Georgia	554,498	651,777	633,905	605,007	667,424	112,926	62,418	20.4	10.3
6	California	388,888	493,032	559,154	649,624	659,896	271,009	10,272	69.7	1.6
7	New York	370,590	529,970	531,098	535,883	520,325	149,735	-15,558	40.4	-2.9
8	Alabama	314,250	322,388	376,952	436,618	471,879	157,629	35,261	50.2	8.1
9	Pennsylvania	292,146	364,101	372,018	317,397	352,504	60,358	35,107	20.7	11.1
10	South Carolina	304,576	343,147	307,610	303,541	334,004	29,427	30,463	9.7	10.0
11	Tennessee	200,314	180,659	175,856	210,399	271,254	70,940	60,855	35.4	28.9
12	Oregon	34,958	21,218	132,526	246,858	266,757	231,799	19,899	663.1	8.1
13	New Mexico	62,694	88,521	125,225	106,029	234,010	171,316	127,981	273.3	120.7
14	Mississippi	251,015	265,844	217,817	241,070	224,319	-26,695	-16,751	-10.6	-6.9
15	Arizona	136,131	130,605	180,446	260,133	211,049	74,918	-49,084	55.0	-18.9
16	Illinois	295,837	247,277	210,871	171,929	210,982	-84,855	39,054	-28.7	22.7
17	New Jersey	194,864	212,322	177,065	204,384	207,392	12,529	3,008	6.4	1.5
18	Ohio	104,174	129,475	139,132	169,976	197,410	93,236	27,434	89.5	16.1
19	Kentucky	67,284	121,570	122,470	115,833	163,955	96,671	48,122	143.7	41.5
20	Virginia	148,079	175,195	149,832	178,438	152,469	4,390	-25,969	3.0	-14.6
21	Massachusetts	80,565	119,880	390,343	361,607	139,389	58,824	-222,218	73.0	-61.5
22	Michigan	60,740	107,908	98,280	93,264	125,355	64,615	32,091	106.4	34.4
23	Connecticut	119,641	122,208	101,731	96,699	117,075	-2,566	20,376	-2.1	21.1
24	Wisconsin	84,906	89,932	100,334	116,973	116,536	31,631	-436	37.3	-.4
25	Washington	32,221	42,960	47,068	154,583	113,112	80,891	-41,471	251.0	-26.8
26	Indiana	85,339	73,494	68,423	41,790	64,576	-20,762	22,786	-24.3	54.5
27	Missouri	69,809	68,339	56,181	47,014	62,084	-7,725	15,070	-11.4	32.1
28	Minnesota	31,972	46,324	33,892	35,612	58,445	26,474	22,833	82.8	64.1
29	Utah	28,112	29,353	42,970	48,899	44,545	16,433	-4,353	58.5	-8.9
30	Oklahoma	31,098	27,218	44,003	27,028	37,967	6,868	10,939	22.1	40.5
31	Arkansas	90,886	37,089	42,120	40,029	37,047	-53,838	-2,982	-59.2	-7.4
32	Maryland	23,404	25,826	35,728	36,035	36,751	13,347	716	57.0	2.0
33	Iowa	28,020	26,371	51,804	26,534	31,496	3,476	4,962	12.4	18.7
34	Maine	12,756	46,631	25,783	32,025	31,401	18,645	-624	146.2	-1.9
35	Rhode Island	9,173	6,803	5,762	14,470	30,360	21,186	15,889	230.9	109.8
36	Delaware	11,995	30,778	24,179	29,063	24,587	12,592	-4,476	105.0	-15.4
37	New Hampshire	19,511	22,996	19,872	13,465	23,064	3,553	9,599	18.2	71.3
38	Kansas	25,985	45,474	47,604	44,718	22,641	-3,344	-22,078	-12.9	-49.4
39	Nebraska	13,153	24,262	15,527	27,540	19,592	6,438	-7,948	48.9	-28.9
40	Hawaii	142	960	4,067	157	12,834	12,691	12,677	8912.6	8100.2
41	Nevada	5,328	6,029	3,092	4,420	8,324	2,996	3,904	56.2	88.3
42	Colorado	7,861	5,299	6,911	9,596	8,113	252	-1,483	3.2	-15.5
43	Idaho	3,697	3,205	5,325	5,207	6,556	2,859	1,349	77.3	25.9
44	Vermont	9,188	6,539	4,828	3,982	4,371	-4,816	390	-52.4	9.8
45	Wyoming	6,568	5,968	6,189	3,438	4,035	-2,533	597	-38.6	17.4
46	North Dakota	3,055	3,996	2,744	4,231	3,316	261	-915	8.5	-21.6
47	West Virginia	4,181	6,083	9,489	4,778	2,637	-1,544	-2,141	-36.9	-44.8
48	South Dakota	1,345	2,812	2,223	1,387	1,362	16	-25	1.2	-1.8
49	Montana	296	777	1,983	808	729	433	-79	146.5	-9.7
50	Alaska	4,804	779	958	153	456	-4,348	303	-90.5	198.9
	District of Columbia	9,260	4,338	3,101	1,963	3,632	-5,628	1,669	-60.8	85.0
	Puerto Rico	710,267	720,322	724,381	767,339	879,662	169,395	112,323	23.8	14.6
	Virgin Islands	122	4,121	5,722	10,524	18,554	18,432	8,030	15113.4	76.3
	Unallocated	1,616,306	715,840	624,311	621,228	603,896	-1,012,409	-17,331	-62.6	-2.8
	U.S. TOTAL	13,512,697	13,459,992	14,102,133	15,072,848	15,730,900	2,218,203	658,052	16.4	4.4

Source: Origin of Movement Series, Bureau of the Census, U.S. Department of Commerce.

The CAFTA-DR markets are Costa Rica, the Dominican Republic, El Salvador, Guatemala, Honduras, and Nicaragua. Further rankings of these data can be found online at <http://ita.doc.gov/td/industry/otea/cafta/caftadr-index.htm>.

Prepared by the Office of Trade and Industry Information, International Trade Administration, U.S. Department of Commerce.

Data Notes on the Origin of Movement Series

All state export statistics in this report are drawn from the Census Bureau's Origin of Movement (OM) state export series. The OM series is based on information supplied by U.S. exporters on official Shippers Export Declarations (SEDs) for goods leaving the United States. All statistics in the OM series are on a free-alongside-ship (f.a.s.) basis and include both domestic exports and re-exports.

The OM series seeks to measure state exports on the basis of transportation origin—i.e., the location from which exports begin their journey to the port (or other point) of exit from the United States.

The OM series covers exports of merchandise only. Exports of services are excluded from the data. Also, OM statistics are available only at the state level. There are currently no equivalent figures for exports by metropolitan areas, counties, zip codes, or other sub-state areas.

Similarly, no OM statistics are available for state-level imports. The collection of state import data presents enormous technical challenges, since it would require tracking foreign goods through the U.S. wholesale and retail distribution systems. Consequently, it is not currently possible—using OM data or any other U.S. trade data—to calculate state trade balances.

The Origin of Movement series covers direct exports only. A direct export is one consisting of final goods shipped to a destination outside the United States. So-called indirect exports are excluded from the data. Indirect exports are typically intermediate goods, parts, or other inputs that are shipped within the United States, and subsequently incorporated in final export goods. Such shipments represent domestic transactions—they are not considered exports in U.S. trade statistics.

Also, cross-border shipments made by foreign affiliates of U.S. companies (e.g., a shipment from a French subsidiary to a German customer) are not U.S. exports. These transactions may affect the finances of U.S. firms and reflect a global business strategy, but they are not exports. Exports include only goods and services that are outbound from the United States and which transit its borders.

The OM series was not designed to measure the state distribution of U.S. export production or export-related jobs. The focus is transportation origin, not manufacturing origin.

There are nonetheless many cases when the state origin of movement and the state of production happen to be the same. The origin of movement and origin of production often coincide because many manufacturers ship exports directly from the factory gate, or from a nearby distribution facility.

There is no listing of states for which the Origin of Movement series is a good proxy for export production. Additional research is needed in this area. As a general rule, however, it appears that the OM series is indicative of export production when (1) intermediaries are minor exporters in a state, (2) manufacturers—especially single-establishment firms—dominate exports, and (3) the state is a known producer of the goods being exported.

The OM series in some cases will show considerable manufactured exports from states known to have little manufacturing capability. This is partly attributable to export marketing by in-state intermediaries. These exporters frequently ship manufactures produced by out-of-state suppliers from in-state distribution centers. Another factor is shipments of manufactures from in-state warehouses and other distribution centers that are arranged by exporters located out-of-state. In both cases, manufactured exports from the non-industrial state are magnified on an origin-of-movement basis.

Another limitation of the OM series is that, in certain cases, it falls short of its goal of measuring transportation origin. The problem stems from the fact that many intermediaries have traditionally listed the state in which they are located—which is not necessarily the origin of movement—as the "state of origin" on SEDs. For many other transactions, intermediaries specify the state location of the port of exit—which very often is not the state where goods began their export journey.

The result is significant inconsistencies in the state-level allocation of exports sold by intermediaries. The primary impact is on the state distribution of non-manufactured exports—where intermediaries are overwhelmingly dominant. Most affected is the allocation of

exports of farm products, minerals, and other bulk commodities—virtually all of which are sold abroad by intermediaries. The impact on manufactured exports is much more limited, due to the fact that intermediaries account for only about one-third of U.S. exports of manufactures.

The most visible result of the problem is a tendency to understate exports from agricultural states and inflate exports from states having ports that handle high-value shipments of farm products (e.g., Louisiana).

Yet another data issue is that some shippers fail to fill in the "state of origin" block on the SED, or furnish invalid or illegible entries. Consequently, the Census Bureau is presently unable to determine the state origin of movement for about five percent of the value of U.S. exports.

For additional information on the Origin of Movement series, visit the Census Bureau's website at <http://www.census.gov/foreign-trade/aip/elom.html>.